

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 OFA-01 XMB-04 AID-05 TRSE-00 /028 W

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R 121255Z MAR 75

FM AMEMBASSY MONTEVIDEO

TO USDOC WASHDC

INFO SECSTATE WASHDC 8429

UNCLAS MONTEVIDEO 806

E.O. 11652: N/A

TAGS: BEXP, BRIO, EFIS, UY

SUBJECT: SPECIAL TRADE OPPORTUNITY: FISHING INDUSTRY

REF: MVD 275

1. CAPTAIN ULISES PEREZ OF NATIONAL FISHING COMMISSION HAS EXPRESSED TO EMBASSY HIS APPRECIATION FOR COMMERCE'S DIFFUSION OF URUGUAY'S INTEREST IN ACQUIRING FISHING BOATS (REFTEL). HE STATED THAT COMMISSION HAS RECEIVED NUMEROUS LETTERS WHICH ARE NOW BEING STUDIED. EMBASSY APPRECIATES RECEIPT COPIES THESE LETTERS THROUGH COMMERCE AND DISTRICT OFFICES, AND PLANS TO CALL AGAIN SOON ON CAPT. PEREZ.

2. ONE POINT IN REFTEL PERHAPS REQUIRES CLARIFICATION. THE NATIONAL FISHING COMMISSION ITSELF DOES NOT PURCHASE FISHING BOATS. FORMALLY, IT ACTS AS AN INTERMEDIARY BETWEEN THOSE PRIVATE URUGUAYAN COMPANIES WHICH WISH TO BUY BOATS AND THE FOREIGN SUPPLIERS. ACTUAL NEGOTIATIONS WILL BE BETWEEN PRIVATE COMPANIES. NEVERTHELESS, THE COMMISSION DOES SET GUIDELINES AND STANDARDS AND IT MUST APPROVE ALL PURCHASES AS WELL AS FINANCIAL TERMS. INFORMALLY, IT PLAYS PERHAPS THE KEY ROLE IN SALES.

3. AS WITH ALL TRADE OPPORTUNITIES IN URUGUAY, FINANCING REMAINS A CRUCIAL FACTOR. ONE COMPANY WRITING TO THE COMMISSION HAS STATED THAT ITS SOUNDINGS INDICATE THAT EXIMBANK IS RELUCTANT TO CONSIDER FINANCING.

IF CONFIRMED, WE WOULD REGRET THIS BARRING CIRCUMSTANCES OF WHICH WE NOT AWARE. COMPETITIVE FINANCING ACCOUNTS

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IN LARGE PART FOR ARGENTINA AND BRAZIL HAVING ALREADY SOLD

OVER 15 VESSELS UNDER THIS EXPANSION PROGRAM, EVEN THOUGH
QUALITY PROBABLY NOT EQUIVALENT TO U.S. ONE
POSITIVE SIDE-AND INDICATIVE OF THE PRIORITY AND SUPPORT
URUGUAYAN GOVERNMENT IS GIVING TO FOSTERING THIS
INDUSTRY-THE INTERAMERICAN DEVELOPMENT BANK (IDB) HAS
JUST BEEN ASKED TO CONSIDER A \$20 MILLION LOAN FOR THE
ACQUISITION OF FISHING BOATS AND PROCESSING PLANTS.
THE NATIONAL FISHING COMMISSION HOPES THAT SUCH A
LOAN WOULD BE APPROVED DURING 1975.
SIRACUSA

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FISHING INDUSTRY, POLICIES, PROCUREMENT, TRADE OPPORTUNITY REPORTS, FISHING BOATS
Control Number: n/a
Copy: SINGLE
Draft Date: 12 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975MONTEV00806
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750087-0043
From: MONTEVIDEO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750359/aaaacamf.tel
Line Count: 71
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 MVD 275
Review Action: RELEASED, APPROVED
Review Authority: woolflhd
Review Comment: n/a
Review Content Flags:
Review Date: 23 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <23 SEP 2003 by izenbei0>; APPROVED <30 DEC 2003 by woolflhd>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SPECIAL TRADE OPPORTUNITY: FISHING INDUSTRY
TAGS: BEXP, BTIO, EFIS, UY
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006